

Message Text

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15/42

ACTION EA-10

INFO OCT-01 ISO-00 NSCE-00 SP-02 AID-05 EB-07 NSC-05

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FM USLO PEKING

TO SECSTATE WASHDC 3231

INFO AMCONSUL HONG KONG

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C O R R E C T E D C O P Y (PARA 4.)

EE.O. 11652: N/A

TAGS: ETRD CH

SUBJECT: PRC NATIVE PRODUCE FAIRS

REF: A) STATE 31294 B) PEKING 2332, 1974

1. IN REF B WE REPORTED THAT THERE WOULD BE A CARPET FAIR IN TIENTSIN FROM FEBRUARY 25 TO MARCH 5, 1975 AND THAT INTERESTED AMERICANS SHOULD WRITE TO THE CHINA NATIONAL NATIVE PRODUCE AND ANIMAL BY-PRODUCTS IMPORT AND EXPORT CORPORATION IN PEKING. WE INTEND TO HAVE AT LEAST ONE USLO OFFICER VISIT THE FAIR AND WE KNOW THAT SEVERAL US BUSINESSMEN IN ADDITION TO DR. WANG WILL BE ON HAND.

2. REF A PROVIDES FIRST INFORMATION WE HAVE HAD ON A FOREST PRODUCTS FAIR IN CANTON. USLO OFFICER PERIOT WILL BE RETURNING TO PEKING FROM HOME LEAVE VIA HONG KONG WHILE THE FAIR IS OPEN AND WE HAVE ARRANGED FOR HIM TO SPEND AN EXTRA DAY IN CANTON TO OBSERVE THE FAIR.

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3. THESE FAIRS ARE NOT WITHOUT PRECEDENT. IN ADDITION TO THE CANTON FAIRS, THE CHINESE HAVE MOUNTED A NUMBER OF SMALL EXPORT FAIRS. IN RECENT YEARS, THE TEXTILES CORPORATION HAS BEEN STAGING SEMI-ANNUAL GARMENT FAIRS IN SHANGHAI WHICH ARE HELD EXCLUSIVELY FOR JAPANESE BUYERS (SEE PEKING 896 OF 1974, PARA 3). THE NATIVE PRODUCE CORPORATION HAS HELD SMALL "BASKET FAIRS" IN CANTON AND EVEN AT THE HONG KONG/PRC BORDER FOR HONG KONG CHINESE BUYERS OF RATTAN AND BAMBOO WARE. (THE FOREST PRODUCTS FAIR REPORTED REF A MAY BE AN OUTGROWTH OF THESE "BASKET FAIRS.") ALSO, TO REDUCE THE NUMBER OF HONG KONG BUSINESSMEN ATTENDING THE CANTON FAIRS, THE CHINESE HOLD SEMI-ANNUAL PRE-CANTON FAIR FAIRS IN CANTON COVERING A WIDER RANGE OF GOODS, AGAIN EXCLUSIVELY FOR HONG KONG CHINESE BUSINESSMEN. AT THE LAST CANTON FAIR, NCUSCT VICE PRESIDENT THEROUX HEARD A RUMOR THAT THE LATTER EVENT WILL BE HELD IN KUNMING THIS SPRING, THOUGH SUCH A CHANGE OF VENUE SEEMS IMPROBABLE.

4. WE WOULD NOT CHARACTERIZE THESE NEW FAIRS AS A "FURTHER DOWNGRADING OF THE CANTON FAIR." SINCE WE EXPECT CANTON FAIRS TO CONTINUE TO SERVE AS A MAJOR VENUE FOR MARKETING CHINA'S EXPORTS. AS TRADE EXPANDS THERE SHOULD BE AMPLE ROOM FOR GROWTH BOTH AT THE CANTON FAIRS AND AT MORE SPECIALIZED FAIRS HELD AT OTHER TIMES. IT IS NOTEWORTHY, HOWEVER, THAT THE CHINESE HAVE NOW DECIDED TO EXPAND THEIR BETWEEN-FAIR EVENTS TO INCLUDE US AND OTHER WESTERN BUSINESSMEN. WE WILL REPORT FURTHER AFTER WE HAVE HAD AN OPPORTUNITY TO OBSERVE THE TWO SPECIALIZED FAIRS AT TIENTSIN AND CANTON.
BUSH

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